

Message Text

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20

ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W
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R 271709Z APR 76
FM AMEMBASSY BONN
TO USDOC WASHDC
INFO SECSTATE WASHDC 8398

UNCLAS BONN 07046

E.O. 11652: N/A

TAGS: BFOL, GW

SUBJECT: ADS FOLLOW-UP: CLARK ENTERPRISES, INGLEWOOD,
CALIF.

REF: USDOC OM OF 3/18/76
BONN 00967 OF 1/20/76

THE EMBASSY RECEIVED THE FOLLOWING COMMENTS REGARDING
SUBJECT REQUEST FOR FOLLOW-UP:

1. THE FIRM BERND NIERBECK OF OSNABRUECK, WHICH WAS
NOMINATED AS INTERESTED PARTY IN REFERENCED ADS, WROTE
TO CLARK ENTERPRISES ON JANUARY 13, 1976, EXPRESSING
ITS INTEREST IN GERMAN. MR. NIERBECK HAS NOT YET
RECEIVED A REPLY TO HIS LETTER. BEFORE TRYING TO FIND
OTHER INTERESTED PROSPECTS, WE SUGGEST THAT CLARK
COMMUNICATES WITH MR. NIERBECK, WHO STATED THAT HE
CONTINUES TO BE INTERESTED IN THE PRODUCT LINE OFFERED,
BECAUSE IT IS PARTICULARLY SUITABLE FOR LARGE PROJECTS
IN WHICH MR. NIERBECK SPECIALIZES.

2. EXCEPT FOR THE TWO PROSPECTS LISTED AS NR. 2 AND
3, WHICH WERE LOOKING FOR PREFABS IN PANELING, WE WERE
UNABLE TO IDENTIFY OTHER STOCKING REPRESENTATIVES/
DISTRIBUTORS. HAS U.S. FIRM ATTEMPTED TO SUBMIT TO THE-
SE TWO GERMAN FIRMS IN THE FRANKFURT AREA ITS OFFERS FOR
CABINETS AND COMPARTMENTS? SINCE THERE IS A CERTAIN
AMOUNT OF PREFABRICATION ATTACHED TO IT, THE OFFERS
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SHOULD BE MADE IN ANY CASE, PREFERABLY ON CIF BASIS.

3. THE GERMAN MARKET IS OVERSATURATED WITH VARIOUS
TYPES OF FIXTURES AND SHOWER EQUIPMENT FROM DOMESTIC AND
ALSO FROM EEC AND EAST BLOC COUNTRIES, CAUSING AN ALMOST
RUINOUS PRICE COMPETITION.

APPROVING OFFICER: GUSTAF COONTZ, COMMERCIAL COUNSELOR

HILLENBRAND

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
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Draft Date: 27 APR 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
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Review Exemptions: n/a
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Margaret P. Grafeld
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Subject: ADS FOLLOW-UP: CLARK ENTERPRISES, INGLEWOOD, CALIF.
TAGS: BFOL, GE
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